Which of the following types of mortgagees will do the major home financing during the next five years? (Please grade them 1, 2, 3, 4, and 5 according to your judgment as to their ranking.)

Banks 2  Building & Loan 4  Insurance Companies 5  Individuals 3  Mortgage Companies 1

From which of the above types of mortgagees do you receive the most satisfactory service? 1, 2, and 3

Is there apparently ample money available in your city for financing residential mortgages? Yes X No

Are you able to readily finance your residential sales? Yes X No

Eliminating FHA loans, what is the minimum down-payment upon which you can effect this financing? 30 %

Are individuals active in residential mortgage lending? Yes X No

What mediums are generally used by individuals in placing mortgage loans? Real estate brokers and banks.

What are the prevailing interest rates on good residential loans? 6 %

How do these compare with rates prevailing in 1928-29? Was 7% in 1939

What are the usual amortization requirements for loans? 5 years

How does this compare with 1928-29? Shorter time loans

What commission rates and other costs are being charged borrowers? From 1 to 3%

How does this compare with 1928-29? About the same

What unfavorable factors affecting residential real estate values exist in your city? Present time high building costs.

What effect upon residential real estate in your city do you anticipate from the opening of the San Francisco-Oakland and Golden Gate Bridges? Real estate should be much in demand

Agent's Note: This firm is rated as one of the ten best real estate concerns in Oakland. The foregoing information covers the entire "Bay" area. All the leading real estate firms do a mortgage brokerage business and class themselves as mortgage companies. Their operation consists of making mortgage loans, for which they charge a commission to the borrower and sell them to various mortgagee institutions.